

trægth through relationships

PROCESSED

APR 0 1 2002

THOMSON P
FINANCIAL

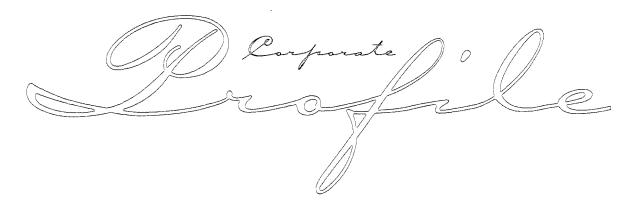
2001 Summary Annual Report



MD • WISCONSIN

"Your Farmer When Debalans Marrer"

Corporate Profile	Ì
Financial Highlights ,	2
Leffier to Investors	(3)
Strength Through Relationships	4
Directors and Officers	9
Mid-Wisconsin Foundation , ,	0
Audhor's Report	3
Financial Statements,	4



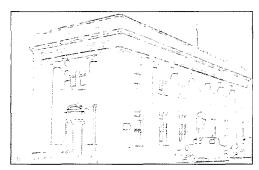
Mid-Wisconsin Financial Services, Inc. is the holding company for Mid-Wisconsin Bank – an independent community bank with over \$340 million in assets. Headquartered in Medford, Wisconsin, Mid-Wisconsin has locations in Lake Tomahawk, Rhinelander, Phillips, Rib Lake, Medford, Abbotsford, Colby, Neillsville and Fairchild.

Mid-Wisconsin Bank provides a broad line of products and services, as well as the newest ways to access accounts:

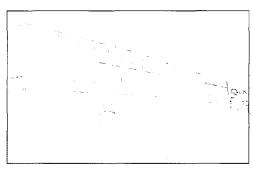
- Agricultural and Commercial Loans
- Real Estate Loans
- Installment Loans
- Personal Choice Checking
- Debit Cards
- Business Checking
- Savings Accounts

- Certificates of Deposit
- Individual Retirement Accounts
- Investment Services
- Trust Services
- Student Loans
- Overdraft Protection
- Safe Deposit Boxes
- Direct Deposit
- 24-Hour XPRESS Phone Banking
- Online Banking and Bill Paying
- Network of ATMs

Each day, the staff at Mid-Wisconsin Bank comes together as a team to form partnerships with our customers and help them with their important financial decisions. This tradition goes back over 100 years. Mid-Wisconsin Financial Services, Inc. was formed to meet the needs of consumers throughout Northern and Central Wisconsin.



Bank on Medford's Main Street in 1934.



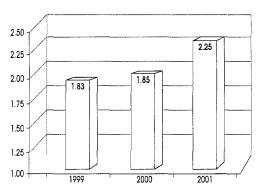
Mid-Wisconsin Financial Services, Inc. headquarters on Whelen Ave. today.

### HINANGIAL HIØHLIGHTS

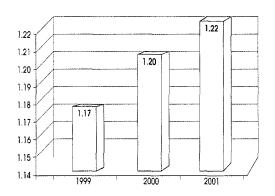
		2001		2000		1999
Total Assets	\$ 340	),489,576	\$ 3	321,101,744	\$ 30	7,683,588
Total Loans	23	1,648,956	2	26,941,696	21	7,545,860
Interest Income	2	3,711,974		24,216,466	2	1,238,908
Net Income	3	3,848,750		3,349,060		3,348,117
Shareholders Equity	25	9,553,121		30,345,094	28	8,498,637
Earnings per Share	\$	2.25	\$	1.85	\$	1.83
Book Value Per Share	\$	17.42	\$	16.75	\$	15.62
Market Value Per Share*	\$	26.00	\$	22.00	\$	27.50

<sup>\*</sup> Represents bid price.





## DIVIDENDS PER SHARE



## MARKE PRIOTS AND DIVIDENDS

Price ranges of over-the-counter quotations and dividends declared per share on Mid-Wisconsin common stock for the periods indicated are:

		2001 PRIC	38 <sup>0</sup>		2000 PRIC	ES <sup>û</sup>
Quarter	High	Low	Dividends	High	Low	Dividends
1st	\$ 22.50	\$ 21.00	.20	\$ 27.50	\$ 27.00	.20
2nd	23.25	20.12	.60	27.00	27.00	.60
3rd	25.10	23.25	.20	27.00	25.75	.20
4th	26.00	24.25	.22	25.75	21.50	.20

<sup>\*</sup> Price represents the bid price from market makers in the common stock published periodically in *The Milwaukee Journal Sentinel*. Market makers in the company's common stock are Robert W. Baird & Co., Incorporated and Howe Barnes Investments, Incorporated. The quotations reflect prices, without retail mark-up, mark-down or commissions, and may not necessarily represent actual transactions. There is no active established public trading market.

Stockholders, Contoners, Employees, and Friends

Throughout all of the events of 2001
Mid-Wisconsin has emerged as a stronger, more vibrant and profitable company.

Mid-Wisconsin is proud to be a major provider of financial products and services to Morth Central Wisconsin.



Gene Knoll

2001 has been a year of monumental events. We have seen the largest movement of interest rates ever experienced in one year's time. The equity markets went through amazing turmoil this past year. The U.S. economy, while slowing during the summer, was catapulted into recession by the events of September 11th, I'm sure all of you share my sentiments when I say "I'm proud to be an American." From the ashes of the World Trade Center and the Pentagon a renewed spirit of strength and unity has emerged. Throughout all of the events of 2001 Mid-Wisconsin has emerged as a stronger, more vibrant and profitable company.

Annual financials reflect a very strong year. Total assets increased to a record high of \$340 million. Loans during this same period also reached a record high and totaled over \$231 million at year-end. The Trust and Investment Center continued to add new clients and new relationships during the past year. This was a significant accomplishment considering the volatility of the markets.

Earnings per share increased from \$1.85 in 2000 to \$2.25 in 2001. This resulted in net-income increasing by \$500,000 or 14.9% over year-end 2000.

Mid-Wisconsin stock value was directly affected by the general downturn in the equity markets during mid-2001. By December 31 the market for Mid-Wisconsin stock had strengthened by \$6 per share. This strengthening in value has continued into the first quarter of 2002.

We look forward to the exciting challenges and opportunities that lie ahead for the financial services industry. Mid-Wisconsin is proud to be a major provider of financial products and services to North Central Wisconsin.

Thank you for your continued confidence.

Sincerely,

Gene C. Knoll

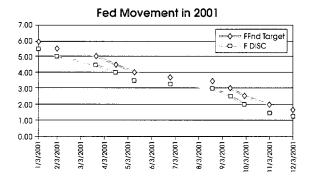
Lleve C. Knoll

Relationships

What are the most valuable assets that Mid-Wisconsin has as a financial services provider? Those assets are relationships. Through our relationships with communities, customers, co-workers, and shareholders – the organization gains strength. Business does not thrive in a vacuum. Only through trust, understanding and working toward a common goal do our assets truly provide a return.

"We are your partner when decisions matter..."

Throughout 2001, Mid-Wisconsin has faced a challenging economy. As of year-end, the Federal Reserve had cut rates a total of 11 times totaling 475 basis points. This has resulted in a 30 year low of the national prime lending rate.



This situation has given Mid-Wisconsin a window of opportunity to widen our margin as assets are re-pricing slower than our liabilities. This also gives our partners within the community the chance to borrow at lower lending rates.

## **Strong Customer Relationships**

Customers who choose to do business with Mid-Wisconsin place their trust in us, their "partner when decisions matter," to guide them through the important financial choices they must make. It is the responsibility of each and every staff member to maintain that trust and build the relationship. This is accomplished by listening to the customers, finding out what their goals and dreams are, and anticipating their future wants and needs.

By properly managing the customer relationship, Mid-Wisconsin puts itself in the position of a total financial services provider. A provider that customers will turn to first for all of their needs. Customers also tend to stay longer with a provider that they trust. Some families have been banking at Mid-Wisconsin for three or four generations.



The Pettit family's relationship with us extends through four generations. (Standing) Rebecca Wilsmann and Sharon Wilsmann. (Seated) Agnes Pettit, Maureen Meier.

## Strong Employee Relationships

The staff of Mid-Wisconsin prides itself on being the best in the field of customer service. Their dedication is obvious in each interaction, whether it is conducting a transaction, opening an account, or resolving a problem.



Medford Plaza staff wash windshields for those using drive-up services during customer appreciation day.

Each location looks forward to the opportunity to spend the day at a customer appreciation event thanking customers for their business and offering additional help with upcoming projects.



Neillsville staff show their "old time banking spirit" during the Heritage Days parade.



Phillips staff show their support for the Park Falls area by "speeding" through the Flambeau-Rama Parade,

In the competitive financial services industry, Mid-Wisconsin does not differentiate itself by product and price alone. As a locally owned community bank we carve out our niche with our employees. Their ability to create a warm, friendly, and caring environment in which our customers do business, brings people back again and again.

The continued involvement of our staff in the communities we serve demonstrates our commitment to being their partner. From mitten trees to parade entries, and working hard at dairy days events to contributions to the United Way and New York Relief Fund; everyone gives from the heart.

James Melvim
Chairman of the Board

Gene Knoll
President/CEO

Fred Schroeder Vice President

William Weiland. Secretary/Treasurer

Rhonda Kelley Controller

## Strong Leadership

The Mid-Wisconsin
Financial Services
Board of Directors play
an important role in the
strategic direction of
the organization. It is
the group that
represents the shareholders and watches
over their interests
throughout the year.
(Numerical coding
indicates committee
memberships.)

#### **Board Committees:**

- 1. Acquisition Committee
- 2. Loan Committee
- 3. Personnel Committee
- 4. Trust and Investment Sales Committee
- 5. Audit Committee
- 6. Investment Committee
- 7. Executive Committee
- 8. Stock Option Committee

James Dougherty, DVM

Veterinary Consultant Served 23 years. Committees: 1, 2, 8

Xim Govrey, DDS

Owner, Cosmetic & Implant Dentistry of Wisconsin

Served 3 years.

Committees: 1, 3, 4, 7, 8

James Hager

Manager, Harmony Cooperative

Served 3 years.

Committées: 3, 6, 7, 8

Bian Hallgren

Vice President, B&B Engineering

Served 1 year. Committee: 5

Norman Hatlestad

President, Medford Auto Supply Inc./NAPA Served 20 years. Committee: 2

Kathryn Hemer

Family Nurse Practitioner.

Medford Clinic Served 3 years. Committees: 4, 5

Cene Knoll

President & CEO, Mid-Wisconsin Bank

Served 16 years. Committees: 1, 2, 7

James Melvin

President, Melvin Companies

Served 9 years. Committees: 1, 3, 6, 7

Kurt Mertens

Secretary/Treasurer, Loos Machine Inc.

Served 4 years. Committees: 2, 5

Robert Schools

Corporate General Manager, Weather Shield Mfg., Inc. and

CEO of The Peachtree Companies, Inc.

Served 1 year. Committees: 3, 7

Pred Schroeder

Retired, formerly Mayor of the City of Medford

Served 31 years. Committees: 4,6

<sup>\*</sup> Years of service include those served on Bank Board.

# New Relationship **Opportunities**

The ongoing vision for Mid-Wisconsin continues to be the premier financial services provider - the best in customer service. We continue to adapt to the customer's view of what good service is. For those who prefer phone and online banking, we have provided those services and expanded the relationship. Through technology, we will continue to offer new and innovative products and services to an ever changing market.

"Customer focused like never before. We are recognized as a premier customer service organization..."

Our reputation as a leader in the financial services industry has spread throughout the Rhinelander area. Our strength as a competitor has



Debbie Nelson, Sue Wellnitz, Michele Hansen, Chris Sisel



Jave Michalski, Judy Paszak, Dawn Knorr, Randy Zietlow Not pictured: Rick Flora, Larry Snedden, Judy Klitzman, Chris Tress

competitive products, and the never-ending sales efforts of the staff have boosted our performance. Loans and deposits in this area have grown significantly, and more opportunities abound.

increased. Strong public relations efforts,

## Strength through Efficiency

"We are your high energy, high performance team..."

Strong sales efforts do not stand alone in creating success. Behind the retail staff stands a group of employees dedicated to serving the customers and each other as well. They are challenged each day to find new and more efficient ways to process transactions and applications.

A shining example of the drive of the operational staff to increase performance and efficiency lies in the loan servicing department. This group has led the effort to use document imaging instead of paper. They also continue to improve and upgrade their processing software to increase the speed at which applications are processed and returned to the customer.



Loan servicing staff process applications and supporting loan documents for all locations.

James James

Every area within the Mid-Wisconsin organization understands the importance of relationships. One area, the Trust & Investment Center, has always thrived upon relationships.

Throughout the market changes in 2001, the Trust & Investment representatives have maintained the highest level of contact with their clients. Not only have they served as trusted advisors when portfolios and goals were reviewed, they also spoke with reassuring voices calming the fears of clients.

At times, changes are required to add strength. A new relationship is formed with being Focused Investments LLC to provide investment services to current and future Mid-Wisconsin clients. Focused provides investment service representatives an expanded product portfolio and additional support services allowing them to better address the needs of all clients, both business and individual.



a de la companya della companya della companya de la companya della companya dell



Darlene



Diane



Mari Lee



Rich



Joan

Mid-Wisconsin gains strength from the communities we serve. We ask community members to do business with us every day, and in turn we support them. This dedication to good corporate citizenship is what brought the Mid-Wisconsin Foundation into being.

Twice a year the Foundation awards grants to community organizations throughout the Mid-Wisconsin service area. To date, over \$92,627 has been given to groups throughout Northern and Central Wisconsin.

In 2001 we have also seen the torch passed from Howie Sturtz to new Foundation Board member Craig Sigurdson. Howie served from the beginning of the Foundation in 1997 through November of 2001. His dedication to community service was not only recognized by those at Mid-Wisconsin, but also by the community of Neillsville as he was named "Man of the Year."

#### 2001 MW Foundation Board

#### President

Gene C. Knoll

#### Vice President

Brian Hallgren

### Secretary/Treasurer

Sandra Lukas

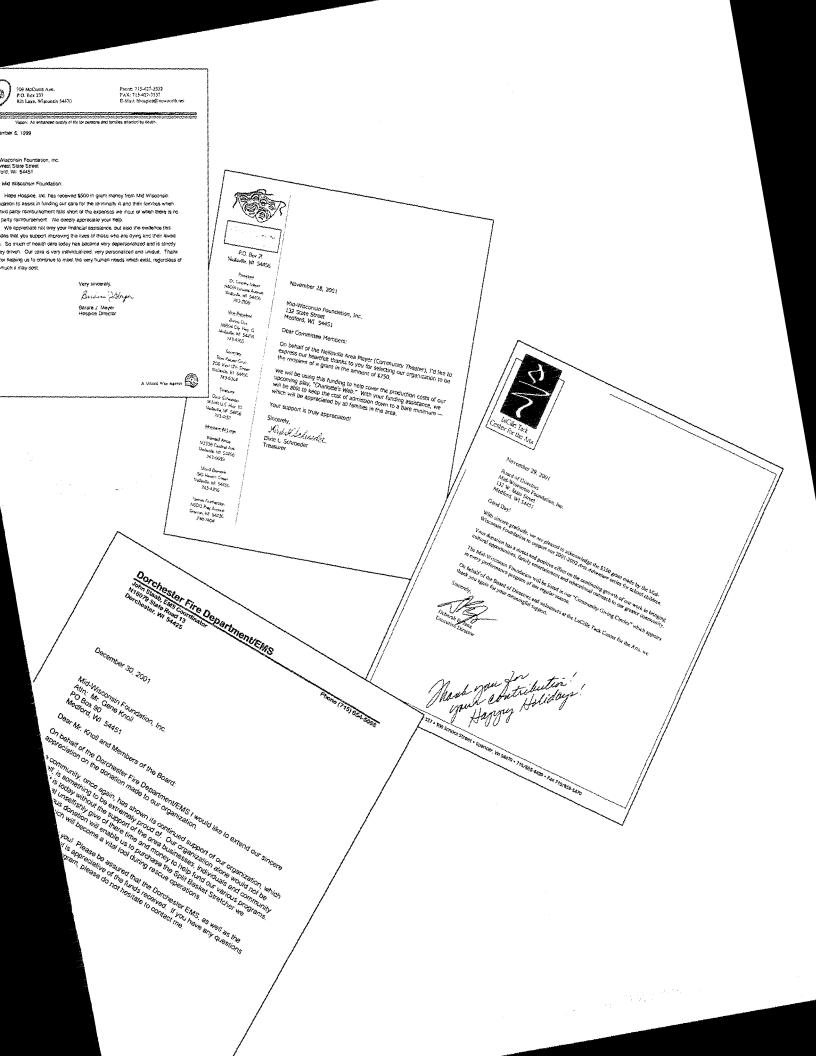
#### **Directors**

Craig Sigurdson

Dawn Rog

Gay Marschke

Donald Schmidt





The Board of Directors and Stockholders Mid-Wisconsin Financial Services, Inc. Medford, Wisconsin

We have audited, in accordance with generally accepted auditing standards, the consolidated balance sheets of Mid-Wisconsin Financial Services, Inc. and Subsidiary at December 31, 2001 and 2000, and the related consolidated statements of income, changes in stockholders' equity, and cash flows for each of the years in the three-year period ended December 31, 2001, (not presented separately herein), and in our report dated January 18, 2002, we expressed an unqualified opinion on those financial statements.

In our opinion, the information set forth in the accompanying condensed consolidated financial statements is fairly stated in all material respects in relation to the consolidated financial statements from which it has been derived.

Wiffli Ullrich Bertelson LXP

Wipfli Ullrich Bertelson LLP

January 18, 2002 Wausau, Wisconsin

# MID-WISCONSIN FINANCIAL SERVICES, INC. AND SUBSIDIARY

### CONSOLIDATED BALANCE SHEETS - DECEMBER 31, 2001 AND 2000

ASSETS	2001	2000
Cash and due from banks	\$ 15,052,383	\$ 14,126,994
Interest-bearing deposits in other financial institutions	25,102	18,574
Federal funds sold	712,845	
Securities available for sale – at fair value	83,514,352	69,557,693
Federal Home Loan Bank stock (at cost)	1,500,000	1,294,600
Loans held for sale	451,650	169,600
Loans receivable, net of allowance for credit		
losses of \$2,597,416 in 2001 and \$2,593,099 in 2000	229,051,540	224,348,597
Accrued interest receivable	1,843,509	2,156,122
Premises and equipment	5,707,450	6,287,659
Purchase core deposit intangible	1,163,929	1,434,996
Goodwill	295,316	381,749
Other assets	1,171,500	1,325,160
TOTAL ASSETS	\$340,489,576	\$321,101,744
Non-interest-bearing deposits	\$ 35,127,283	\$ 32,155,566
LIABILITIES AND STOCKHOLDERS' EQUITY		
Interest-bearing deposits	223,274,164	212,534,981
TOTAL DEPOSITS	258,401,447	244,690,547
Short-term borrowings	19,389,436	25,958,753
Long-term borrowings	30,000,000	16,200,000
Accrued expenses and other liabilities	3,145,572	3,907,350
TOTAL LIABILITIES	310,936,455	290,756,650
Stockholders' equity:		
Common stock - Par value \$ .10 per share:		
Authorized - 6,000,000 shares		
Issued & outstanding ~1,696,497 shares in 2001 and		
1,811,356 shares in 2000	169,650	181,136
Additional paid-in capital	10,972,612	11,698,317
Retained earnings	17,806,485	18,219,726
Unrealized gain on securities available for sale, net of tax	604,374	245,915
TOTAL STOCKHOLDERS' EQUITY	29,553,121	30,345,094
		· · · · · · · · · · · · · · · · · · ·
TOTAL LIABILITIES & STOCKHOLDERS' EQUITY	\$340,489,576	\$321,101,744

# MID-WISCONSIN FINANCIAL SERVICES, INC. AND SUBSIDIARY

## CONSOLIDATED STATEMENTS OF INCOME - YEARS ENDED DECEMBER 31, 2001, 2000, AND 1999

	2001	2000	1999
Interest income:			
Interest and fees on loans	\$19,250,624	\$20,046,389	\$17,415,808
Interest and dividends on securities:			
Taxable _	3,409,726	3,262,893	3,018,331
Tax-exempt	879,670	816,100	682,334
Other interest and dividend income	171,954	91,084	122,435
TOTAL INTEREST INCOME	23,711,974	24,216,466	21,238,908
Interest expense:			
Deposits	9,376,858	10,141,916	8,166,015
Short-term borrowings	862,744	1,683,779	1,090,912
Long-term borrowings	1,077,425	1,085,697	586,505
TOTAL INTEREST EXPENSE	11,317,027	12,911,392	9,843,432
Net interest income	12,394,947	11,305,074	11,395,476
Provision for credit losses	370,000	400,000	180,000
Net interest income after provision for credit losses	12,024,947	10,905,074	11,215,476
Non-interest income:	, 0	,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	11,110,110
Service fees	883,289	803,155	706,026
Trust service fees	658,555	629,372	569,312
Net realized gain on sale of securities available for sale	7,892		·
Investment product commissions	181,862	265,675	241,466
Other operating income	693,113	604,351	589,919
TOTAL NON-INTEREST INCOME	2,424,711	2,302,553	2,106,723
Non-interest expenses:			
Salaries and employee benefits	4,918,212	4,636,860	4,510,574
Occupancy	1,175,876	1,277,739	1,328,126
Data processing and information systems	455,664	450,178	433,885
Goodwill and purchased core deposit amortization	357,500	339,767	323,193
Other operating	2,211,081	1,952,734	1,946,089
TOTAL NON-INTEREST EXPENSES	9,118,333	8,657,278	8,541,867
Income before income taxes	5,331,325	4,550,349	4,780,332
Provision for income taxes	1,482,575	1,201,289	1,432,215
NET INCOME	\$3,848,750	\$3,349,060	\$3,348,117
BASIC AND DILLITED EARNINGS PER SHARE	\$2.25	\$1.85	\$1.83
CASH DIVIDENDS DECLARED PER SHARE	\$1.22	\$1.20	\$1.17
THE THE RESERVE THE THE THE PARTY AND THE PA	up 3. 1 day day	Ψ ± 1 ± 0	ψ χ, χ ζ

# MID-WISCONSIN FINANCIAL SERVICES, INC. AND SUBSIDIARY

## SELECTED FINANCIAL DATA - YEARS ENDED DECEMBER 31

(Dollars in thousands, except per share amounts)

	2001	2000	1999	1998	1997
FINANCIAL HIGHLIGHTS					
Earnings and Dividencis:					
Net interest income	\$12,395	\$11,305	\$11,395	\$11,038	\$10,800
Provision for credit losses	370	400	180	420	140
Net interest income after	***************************************				
provision for loan losses	12,025	10,905	11,215	10,618	10,660
Non-interest income	2,425	2,303	2,107	2,085	2,258
Non-interest expense	9,118	8,658	8,542	7,900	7,556
Income before income taxes	5,332	4,550	4,780	4,803	5,362
Provision for income taxes	1,483	1,201	1,432	1,555	1,855
NET INCOME	\$3,849	\$3,349	\$3,348	\$3,248	\$3,507
Per common share:					
Basic and diluted earnings	\$2.25	\$1.85	\$1.83	\$1.74	\$1.88
Dividends declared	1.22	1.20	1.17	0.81	0.75
Book value at year end	17.42	16.75	15.62	15.89	14.95
Average common shares (000's)	1,707	1,814	1,826	1,862	1,868
Dividend payout ratio	54.2%	64.9%	63.9%	46.6%	39.9%
Shareholders of record at year end	818	803	816	830	790
SELECTED FINANCIAL DATA					
Year-End Balances:					
Loans net of unearned income	\$231,649	\$226.042	\$217,546	¢100.0E2	¢105 015
Assets	340,490	\$226,942 321,102	307,684	\$189,952 280,479	\$185,015 263,675
Deposits	258,401	244,691	230,170	222,322	203,072
Shareholders equity				222,322	
Snaterioiders equity  Average Dalances:	29,553	30,345	28,499	29,370	27,867
Loans net of unearned income	229 170	225 200	200 407	100.014	179.069
Assets	228,170	225,308	200,497	190,014	178,968
	325,261	314,318	288,287	272,084	254,352
Deposits Shareholders aguitate	250,131	235,656	222,755	214,246	198,935
Shareholders equity	28,806	28,520	28,396	28,558	26,633
PERFORMANCE RATIOS:					
Return on average assets	1.18%	1.07%	1.16%	1.19%	1.38%
Return on average common equity	13.36%	11.74%	11.79%	11.37%	13.17%
Equity to assets	8.68%	9.45%	9.26%	10.54%	10.57%
Total risk-based capital	12.11%	13.17%	12.93%	15.11%	14.94%
Net loan charge-offs as a percentage of average loans	0.16%	0.04%	0.03%	0.13%	0.10%
Nonperforming assets as a percentage of loans and other real estate		0.97%	0.63%	0.75%	0.70%
Net interest margin	4.24%	4.02%	4.47%	4.55%	4.56%
Efficiency ratio	59.44%	61.34%	61.12%	58.37%	56.40%
Fee revenue as a percentage of average assets	0.47%	0.46%	0.46%	0.45%	0.44%
CONTRACT AND TAKEN AND TAK					
STOCK PRICE INFORMATION	#0C 00	#05.50	#0= F0	ACT =0	¢07.2
High	\$26.00	\$27.50	\$27.50	\$27.50	\$27.25
Low	20.12	21.50	25.50	23.00	24.00
Market price at year end (1)	26.00	22.00	27.50	26.00	27.25

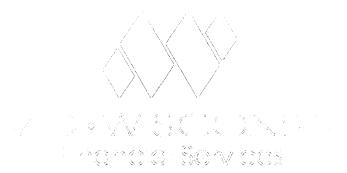
<sup>(1)</sup> Market value at year end represents the bid price.

Angelow Alexander of the second of the secon

It is the policy of Mid-Wisconsin to provide equal employment opportunities without regard to race, color, religion, sex, age, or national origin. This policy relates to all phases of employment including, but not limited to, recruitment, employment, placement, upgrading, demotion or transfer; recall and termination; rates of pay or other forms of compensation and selection for training; use of all facilities and participation in all Mid-Wisconsin sponsored employee activities.

A copy of Mid-Wisconsin Financial Services, Inc. Annual Report to the Securities and Exchange Commission (Form 10-K for the year ended December 31, 2001) may be obtained, without charge, by sending a written request to William A. Welland

Secretary/Treasurer Mid-Wisconsin Financial Services, Inc. 132 W. State St. Medford. WI 54451



1.32 West State Street Medford, WI 54451 800 - MID - WISC (643-9472) www.midwisc.com